

AG Consulting & Apps Ltd G-Cloud 15 Pricing Document

Incorporating Skills for the Information Age (SFIA) Rate
Card - Lot 2b: Software as a Service (SaaS)

January 2026





**Your Partner in for
SAP Excellence**

Introduction to AG

AG's Purpose

- Harnessing the full potential of SAP serving our clients best interests

SAP Gold Partners

- SAP Quality Awards serial Finalists & **GOLD Award Winner (Innovation)**

SAP Multi-Specialists

- Focus on GROW & RISE with deep ECC/S4 expertise from SI's & Industry
- UK's leading SAP EAM specialists
- UK's leading SAP Signavio & BTP Build Process Automation specialists



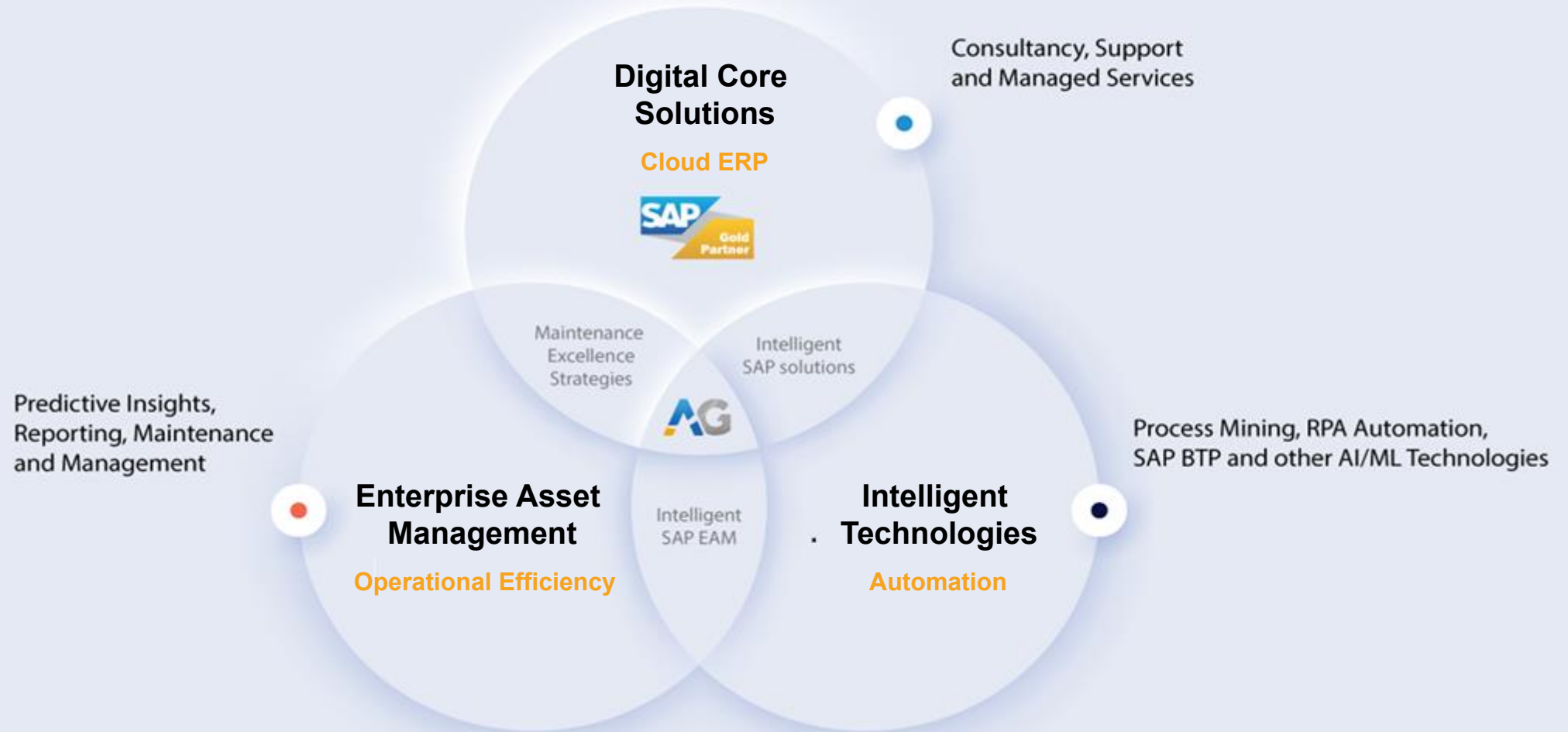
2019 UK&I Gold Winners
(Innovation)

2019 Regional Finalists
(Innovation)



AG Consultancy & Apps Ltd

*Our Story shows **Ambition, Success & Maturity***



A woman with long brown hair, wearing a dark top, is smiling and gesturing with her hands in a meeting. She is holding a small red object in her right hand. The background is blurred, showing other people in a professional setting.

AG – G Cloud15 Pricing Rate card (SFIA)

AG Consultancy & Apps Ltd are delighted to participate in the G-Cloud framework for Lot 2b: Software as a Service (SaaS). We have been providing SAP Implementation support for several years. We are a full services technology partner with global capabilities across all the SAP portfolio of products. The pricing in this document needs to be read in conjunction with the Service Definition Document. Please note that all pricing stated in this document represents a ROM (Rough Order of Magnitude) cost.

AG's Pricing Approach and Information

Our price is presented in accordance with SFIA categories applicable to experience levels and services for which we have published our day-rates.

Our cloud services are based on a unit of a man-day. We are flexible to mutually work with you to shape pricing for specific call-off agreements using some levers like utilising offshore resources to reduce overall cost, while maintaining the same quality of delivery. Hence, we have presented a rate card predominantly using UK based resources with an option to use Offshore resources where feasible

In addition to the standard Time and Material commercial model, we can also offer additional value and incentives. Some of the models that we would be happy to consider with you are:

- **Tiered Discounting:** We would discount our fee based on the overall billing at a customer level. E.g. with a spend over £500k, we could offer a 2% discount
- **Outcome based:** A percentage of our fee is withheld pending satisfactory achievement of milestones, measured against a balanced scorecard.
- **Fixed Price:** We agree a fixed fee for defined deliverables and/or outcomes.
- **Risk/Reward:** Our fees are directly related to the realisation of agreed outcomes, benefits or savings by you. Our fees will be lower if the agreed outcomes are not realised, but higher if we over-achieve the targets together.

Skills for the Information Age (SFIA) Rate Card

Skills For the Information Age (SFIA) & Rate (On-shore resources)

	Strategy & Architecture	Business Change	Solution Development & implementation	Delivery and Operation	People and Skills	Relationships and Engagement
Follow	-	-	£450	£450	-	-
Assist	-	-	£550	£550	-	-
Apply	-	-	£650	£650	£650	£650
Enable	-	£900	£750	£750	£750	£750
Ensure / advice	£1,000	£1,000	£900	£900	£900	£900
Initiate / influence	£1200	£1200	£1000	£1000	£1000	£1000
Set strategy / inspire	£1,500	£1,500	£1,200	£1,200	£1,200	£1,200

Pricing Terms

All prices are in GBP and exclusive of VAT**

Consultant working day 8 hours exclusive of lunch and commute

Working Week & Time: Standard working time 09:00 – 18:00 from Monday to Friday excluding UK bank holidays

Travel and subsistence: Recharged without admin charge based upon actual consumption. Prepared to align with basic principles of client's own expense policies in terms of reasonable limits.

Mileage As above

Professional Indemnity Insurance Included in the day rate

***The prices are based upon, 250 days per year, further discounts are available for higher volumes.*

Skills for the Information Age (SFIA) Rate Card

Skills For the Information Age (SFIA) & Rate (Off-shore resources)

	Strategy & Architecture	Business Change	Solution Development & implementation	Delivery and Operation	People and Skills	Relationships and Engagement
Follow	-	-	£140	£140	-	-
Assist	-	-	£180	£180	-	-
Apply	-	-	£210	£210	-	-
Enable	-	£350	£260	£260	£290	£290
Ensure / advice	£400	£400	£290	£290	£320	£320
Initiate / influence	£500	£500	£350	£350	£350	£350
Set strategy / inspire	-	-	-	-	-	-

Pricing Terms

All prices are in GBP and exclusive of VAT**

Consultant working day 8 hours exclusive of lunch and commute

Working Week: Monday to Friday

Office Hours: 11:00 am to 8:00pm IST

Travel, Mileage and subsistence : Not Applicable

***The prices are based upon, 250 days per year, further discounts are available for higher volumes.*

	Autonomy	Influence	Complexity	Business Skills
1. Follow	• works under close supervision • uses little discretion • is expected to seek guidance in expected situations	• Interacts with immediate colleagues.	• performs routine activities in a structured environment • requires assistance in resolving unexpected problems	• uses basic information systems and technology functions, applications, and processes • demonstrates an organised approach to work • learns new skills and applies newly acquired knowledge • has basic oral and written communication skills • contributes to identifying own development opportunities
2. Assist	• works under routine supervision • uses minor discretion in resolving problems or enquiries • works without frequent reference to others	• interacts with and may influence immediate colleagues • may have some external contact with customers and suppliers. • may have more influence in own domain.	• Performs a range of varied work activities in a variety of structured environments.	• understands and uses appropriate methods, tools and applications • demonstrates a rational and organised approach to work • is aware of health and safety issues. Identifies and negotiates own development opportunities • has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team • is able to plan, schedule and monitor own work within short time horizons • absorbs technical information when it is presented systematically and applies it effectively

	Autonomy	Influence	Complexity	Business Skills
3. Apply	• works under general supervision • uses discretion in identifying and resolving complex problems and assignments • usually receives specific instructions and has work reviewed at frequent milestones • determines when issues should be escalated to a higher level	• interacts with and influences department/project team members • may have working level contact with customers and suppliers • may supervise others in predictable and structured areas • makes decisions which may impact on the work assigned to individuals or phases of projects	• Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.	• understands and uses appropriate methods, tools and applications. • demonstrates an analytical and systematic approach to problem solving • takes the initiative in identifying and negotiating appropriate development opportunities. • plans, schedules and monitors own work (and that of others where applicable) competently within limited deadlines and according to relevant legislation and procedures • absorbs and applies technical information • understands and uses appropriate methods, tools and applications • appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client
4. Enable	• works under general direction within a clear framework of accountability • exercises substantial personal responsibility and autonomy	• influences team and specialist peers internally. Influences customers at account level and suppliers	• Performs a broad range of complex technical or professional work activities, in a variety of contexts.	• selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving

	Autonomy	Influence	Complexity	Business Skills
4. Enable	plans own work to meet given objectives and processes.	- has some responsibility for the work of others and for the allocation of resources participates in external activities related to own specialism - makes decisions which influence the success of projects and team objectives.		- facilitates collaboration between stakeholders who share common objectives - plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures. - rapidly absorbs new technical information and applies it effectively - has a good appreciation of the wider field of information systems, their use in relevant employment areas and how they relate to the business activities of the employer or client. - maintains an awareness of developing technologies and their application and takes some responsibility for personal development
5. Ensure or Advise	- works under broad direction - is fully accountable for own technical work and/or project/ supervisory responsibilities - receives assignments in the form of objectives	influences organisation, customers, suppliers and peers within industry on the contribution of own specialism	Performs a challenging range and variety of complex technical or professional work activities	- advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives - analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets

	Autonomy	Influence	Complexity	Business Skills
5. Ensure or Advise	• establishes own milestones and team objectives, and delegates responsibilities • work is often self-initiated	• has significant responsibility for the work of others and for the allocation of resources • makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget • develops business relationships with customers	• undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts • understands the relationship between own specialism and wider customer or organisational requirements	• communicates effectively, formally and informally, with colleagues, subordinates and customers • demonstrates leadership • facilitates collaboration between stakeholders who have diverse objectives • understands the relevance of own area of responsibility or specialism to the employing organisation • takes customer requirements into account when making proposals • takes initiative to keep skills up to date. Mentors more junior colleagues • maintains an awareness of developments in the industry • analyses requirements and advises on scope and options for operational improvement • demonstrates creativity and innovation in applying solutions for the benefit of the customer
6. Initiate or influence	• has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects	• influences policy formation on the contribution of own specialism to business objectives	• performs highly complex work activities covering technical, financial and quality aspects	• absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk

	Autonomy	Influence	Complexity	Business Skills
6. Initiate or influence	- establishes organisational objectives and delegates responsibilities - is accountable for actions and decisions taken by self and subordinates	- influences a significant part of own organisation and influences customers and suppliers and industry at senior management level - makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance - develops high level relationships with customers, suppliers and industry leaders	- contributes to the formulation of IT strategy - creatively applies a wide range of technical and/or management principles.	- understands the implications of new technologies - demonstrates clear leadership and the ability to influence and persuade - has a broad understanding of all aspects of IT and deep understanding of own specialism(s). - understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation - takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry
7. Set Strategy and inspire	has authority and responsibility for all aspects of a significant area of work, including policy formation and application	makes decisions critical to organisational success	- leads on the formulation and application of strategy - applies the highest level of management and leadership skills	- has a full range of strategic management and leadership skills - understands, explains and presents complex technical ideas to both technical and non- technical audiences at all levels up to the highest in a persuasive and convincing manner

	Autonomy	Influence	Complexity	Business Skills
7. Set Strategy and inspire	• is fully accountable for actions taken and decisions made both by self and subordinates	• influences developments within the IT industry at the highest levels. • Advances the knowledge and/or exploitation of IT within one or more organisations • develops long term strategic relationships with customers and industry leaders	• has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment	• has a broad and deep IT knowledge coupled with equivalent knowledge of the activities of those businesses and other organisations that use and exploit IT • communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies • assesses the impact of legislation, and actively promotes compliance • takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in IT in own area(s) of expertise.

AG Value Proposition



Extensive experience

Delivering SAP Support & projects for other Energy Sector clients, where we can share lessons learned.



Highly Skilled

Our SAP practitioners who are experts in their field and will ensure successful delivery of services.



Industry experts

We understand your business processes, challenges, and pain points, and will propose improvements wherever possible.



Proven approach

With a structured methodology at its core, ensuring that all activities are planned, managed and delivered systematically.

AG's PURPOSE – 'Harnessing the full potential of SAP serving our clients best interests'

CUSTOMER ADOPTION and CLIENT SATISFACTION ensure renewals and referrals = WIN WIN WIN

DELIVERY CAPABILITIES

AG provides comprehensive global delivery and support services through a well-established international presence. Our headquarters are located in the **United Kingdom**, supported by regional offices in the **Netherlands** and **India**, enabling us to deliver seamless coverage across time zones and client locations.

A **100% subsidiary is now established in the United Arab Emirates (UAE)** to further strengthen our regional footprint and provide **dedicated onsite and offshore support** to meet the specific operational and engagement needs of **Fertiglobe** and other clients in the Middle East.

Our global delivery model combines **local expertise** with **scalable offshore capacity**, ensuring flexibility, responsiveness, and cost efficiency.

This structure allows us to offer 24x7 support, rapid issue resolution, and access to specialised SAP consultants across functional and technical domains.





SAP Re-ImAGined

Thank you